



NOTICE OF AWARD

Department of Financial Services

**FAIRFAX COUNTY
PUBLIC SCHOOLS**

Office of Procurement Services
8115 Gatehouse Road, Suite 4400
Falls Church, Virginia 22042-1203
Telephone: 571-423-3550

JUL 16 2013

CONTRACT TITLE: Enterprise Hardware, Service and Repair
CONTRACT NUMBER: 4400003956, 4400003957, 4400003958
NIGP CODE: 20454, 20460, 20482, 20491, 20714, 92047, 93921
CONTRACT PERIOD: Date of award through June 30, 2018
RENEWALS: Three 1-year Renewal Options
SUPERSEDES CONTRACT: 4400000049, 4400000220, 4400000221

CONTRACTOR:

See Attached List

SUPPLIER ID:

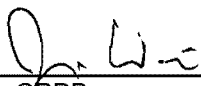
See Attached List

DELIVERY: 30 Days ARO
FOB: Destination
PRICES: See attached pricing schedule
OPS CONTACT: Jim Wise, Contract Administrator
Telephone: 571-423-3593
Fax: 571-423-3576
E-mail: jwise@fcps.edu

ORDERING INSTRUCTIONS:

Any school/department may enter into FOCUS (County and Schools Procurement System) a shopping cart indicating the item/service required, the quantity, the payment terms and the delivery date. The purchase requisition must include the contract number.

Requests exceeding the small purchase threshold will route to OPS and a purchase order will be executed.



Jim Wise, CPPB
Contract Administrator

DISTRIBUTION:

FCPS – IT – Jean Welsh jrwelsh@fcps.edu
FCPS – Procurement Services

*Boat
7/16/13*

CONTRACTOR(S):

Supplier ID:

Contract#:

Dell Marketing LP
 One Dell Way
 Round Rock, TX 78682

1000000118

4400003956

Contact: Sean Lough, Inside Sales Rep.
 Telephone: 800-274-7799 x 513-9314
 Fax: 512-283-3586
 E-mail: sean_lough@dell.com

Electronic Systems, Inc.
 369 Edwin Drive
 Virginia Beach, VA 23462

10000000119

4400003957

Contact: Lisa Folk
 Telephone: 240.205.4622
 E-mail: lisa.folk@esi.net

H&T Computing Services, Inc.
 3607-B Chain Bridge Road
 Fairfax, VA 22030

1000008564

4400003958

Contact: Ha. T. Nguyen
 Telephone: 703-385-5482
 E-mail: ha@htcompsrv.com

Award Summary

Category	Services	Vendor
Part 1, Hardware Purchase	Dell Hardware	Dell Marketing, LP
	HP Hardware	Electronic Systems, Inc.
Part II. Hardware Repair Service & Support	All repair services	Electronic Systems, Inc.
		H&T Computer Services, Inc.
Part III. Hardware OEM and Remanufactured Parts	Parts (Dell)	Dell Marketing, LP
	Parts (Dell & HP)	Electronic Systems, Inc.

Part I. Hardware Purchase

**Electronic Systems, Inc.
 HP Hardware**

Hardware	Percentage Discount
HP Entry-level Server (DLXX, MLXX, and D320)	19%
HP Core Servers (DL3XX, DL5XX, ML3XX, DL7XX)	26%
HP Blade Servers (BL2XX, BL4XX, BL6XX)	26%
HP Software	26%
HP Care Pack	15%
HP Storage — EVA and 3 PAR	34%
HP Storage —Left hand	26%
HP Desktop/Workstation — Sample Standards	44%
HP Desktop —Sample Standards Full Standardization	47%
HP Notebook — Sample Standard	46%
HP Notebook — Sample Standard Full Standardization	49%
HP Printers, Peripherals, Other	5-30%

VALUE ADDED SERVICES	Price
Installation Only (volume pricing is available upon request)	\$ 45.00/computer
Imaging (Asset tagging, Staging, and Delivery included)	\$ 25.00/computer
Bundle-Installation, Imaging (Asset tagging, Staging, and Delivery included)	\$65.00/computer
Vendor Packaged Training	Cost plus 5%

ESI is offering a 10% off all ESI Services to include all Professional Services, other Technical Services not in the response, and Managed Services.

Other Manufacturers Products	Percentage Discount
Cisco - Hardware Equipment	39%
Smartnet	33%
EMC - Hardware, Software, Maintenance and Support	5-50%
Juniper - Hardware	20%
Support	11%
Symantec - Enterprise Products	
License	32%
Support	12%

The following manufacturer's products will be offered at Cost plus 7%:

Adaptec
 Adobe Systems
 Adtran
 Allied APC
 Anthro
 Areohive
 Aruba
 Aventura
 Belkin
 Brezzecom
 Brocade
 Barracuda
 Biamp

Blue Coat
 Bretford
 Bradford Networks
 Cables to Go
 Checkpoint
 Chief
 Ciena Software
 Citrix
 Computer Assoc. Corel
 Creston
 CSI
 File Maker
 Fujitsu

Notice of Award

Contract #4400003956, 4400003957, 4400003958

Page 4

F5

Hitachi

HP Products and Services

Itronix

IBM (Servers and Storage)

Imation

Intek

Intuit

Infirera

Iomega IP

Celerate

Juice Goose

Kingston

LG Electronics

Liberty

Liebert

Lenovo

Logitech

Macromedia

Maxell Corp

Maxtor Corp

Memorex

Microsoft

Mid Atlantic

Mitsubishi

McAfee

N Computing NEC

Network Assoc.

Network General (NetApp-if authorized)

Novell

Palo Alto

Packeteer

Panasonic

Philips

Pinnacle

Piextor

Procom

QMS

QSI

Quest Communication

Raritan

Redhat

RSA

Samsung

San Disk

Scansoft

Shure

Solarwinds

Sandisk

Seagate

Simple Tech

SMC Networks

SNAP Appl.

Sony

Spectrum

Symantec

Tannoy

Targus

TDK

TEAC

Toshiba

Trend Micro

Tripp Lite

Telesyn

US Robotics

Verbatim

Veritas

Viewsonic

Websense

Western Digital

Part I. Hardware Purchase

**Dell Marketing LP
Dell Hardware**

Dell Product Category	Dell Product Category Classifications	Discount
A	PowerEdge Departmental Servers, PowerVault Storage Products, Fixed Workstations, Mobile Workstations, Selected OptiPlex Desktops, Selected Latitude Notebooks, Selected Compellent, Customer Kits	10.5%
F	Toner	0.00%
H	Value: Latitude, OptiPlex, Workstation; Future Products to be Determined.	3.00
K	S&P — Commodity	1.00%
L	Software / Nonstocked: Selected Application, Software, Non-stock Peripherals and Accessories	1.00%
M	Third Party Software and Peripherals — Mainstream	4.50%
O	Selected Service on PowerEdge Departmental Servers;	Selected Dell Pro-Support Services; Directline Service;
Selected 4-Hr On-Site Business Care Plus On-Site Service	(all years)	13.00%
S	Selected Promotional Offers; Inspiron; Selected Latitude; Selected Power Edge; SC PowerEdge; Power Connect; EqualLogic; Compellent; Dell/EMC; Imaging; Vostro Notebooks; XPS Notebooks	1.50%
V	Peripherals and Accessories with Discounts that vary based upon the System on which the item is installed.	Same discount as system
W	Selected Dimension Desktops	3.00%
X	S&P Specific — Non-discountable Products	0.00%
Z	Selected Dimensions; Other Non-discountable Services	0.00%

Value Added and Related Services

Imaging \$ 25.00
Imaging & Warehousing (for Laptops & Desktops) \$38.52 per system
—provided Service Partner, TIG

Part II: Hardware Repair Service and Support

Electronic Systems, Inc.

NETWORK SERVER EQUIPMENT				
Specifications based on Paragraph 7.3 the Special Provisions.				
Service Level	Response Time	Completion Time	Hourly Rate Non-Warranty	Hourly Rate Warranty
Critical	4 hours	8 hours	\$90	\$90
High	8 working hours	16 working hrs	\$90	\$90
Medium	8 working hours	40 working hrs	\$90	\$90
Low	5 working days	30 working days	\$90	\$90
Depot Service		48 working hours	\$90	\$90
INTEL ARCHITECTURE PC's, PRINTERS AND PERIPHERALS (including Plotters)				
Specifications based on Paragraph 7.3 of the Special Provisions.				
Service Level	Response Time	Completion Time	Hourly Rate Non-Warranty	Hourly Rate Warranty
Critical	4 hours	8 hours	\$58	\$58
High	8 working hours	16 working hrs	\$58	\$58
Medium	8 working hours	40 working hrs	\$58	\$58
Low	5 working days	30 working days	\$58	\$58
Depot Service		48 working hours	\$58	\$58

Part II: Hardware Repair Service and Support

H&T Computer Systems, Inc.

NETWORK SERVER EQUIPMENT				
Specifications based on Paragraph 7.3 the Special Provisions				
Service Level	Response Time	Completion Time	Hourly Rate Non-Warranty	Hourly Rate Warranty
Critical	4 hours	8 hours	\$107.00	\$86.00
High	8 working hours	16 working hrs	\$94.00	\$62.00
Medium	8 working hours	40 working hrs	\$82.00	\$55.00
Low	5 working days	30 working days	\$74.00	\$45.00
Depot Service		48 working hours	\$42.00	\$25.00
INTEL ARCHITECTURE PC's AND PERIPHERALS				
Specifications based on Paragraph 7.3 of the Special Provisions				
Service Level	Response Time	Completion Time	Hourly Rate Non-Warranty	Hourly Rate Warranty
Critical	4 hours	8 hours	\$85.00	\$50.00
High	8 working hours	16 working hrs	\$75.00	\$40.00
Medium	8 working hours	40 working hrs	\$65.00	\$35.00
Low	5 working days	30 working days	\$55.00	\$30.00
Depot Service		48 working hours	\$45.00	\$25.00
PLOTTER EQUIPMENT				
Specifications based on Paragraph 7.3 the Special Provisions.				
Service Level	Response Time	Completion Time	Hourly Rate Non-Warranty	Hourly Rate Warranty
Medium	8 working hours	40 working hrs	\$95.00	\$95.00
Low	5 working days	30 working days	\$115.00	\$115.00

Part III: Hardware OEM and Remanufactured Parts

Electronic Systems, Inc.

Description	Percentage Discount/Cost Plus Percentage
NEW HP- Compaq Replacement Parts	18% minimum discount. Where ESI is able to achieve deeper discounts, we will pass those discounts to FCPS.
NEW Dell Replacement Parts	18% minimum discount. Where ESI is able to achieve deeper discounts, we will pass those discounts to FCPS. Where there is no 'list' price, cost plus 18%
NEW Replacement Parts (Other)	Cost plus 18%
Remanufactured/Refurbished Replacement Parts	Cost plus 18%
APC Parts	5% discount

Part III: Hardware OEM and Remanufactured Parts

Dell Marketing LP

Description	Percentage Discount
NEW Dell Replacement Parts	35%
New Replacement Parts	10%
Remanufactured/Refurbished Replacement Parts	35%
APC Parts	17%